



**MEMORANDUM**  
**PROCUREMENT SERVICES DIVISION**  
County of Placer

**TO:** Honorable Board of Supervisors **DATE:** June 14, 2022  
**FROM:** Jane Christenson, Acting County Executive Officer  
**BY:** Brett Wood, Purchasing Manager  
**SUBJECT:** Qualified List for Broadband Internet Expansion Services – Various Firms

---

**ACTION REQUESTED**

1. Approve the Qualified List based on the competitive Request for Qualifications No. 20274 for broadband internet expansion services for the period of June 14, 2022 to May 31, 2025.
2. Authorize the Purchasing Manager to renew the Qualified List for two (2) additional one-year terms.
3. Authorize the County's Chief Information Officer, or designee, to execute agreements for broadband expansion services with firms from the Qualified List in the amount of \$100,000 or less upon approval by Risk Management and County Counsel.

**BACKGROUND**

The Information Technology Department requires qualified internet service providers to assist with supporting the Placer County Broadband Grant Program. This grant program was established in 2021 with the goal of providing resources to new and existing internet service providers to invest in building broadband infrastructure that supports economic development, public safety, remote learning, telehealth services, and overall community prosperity in Placer County. The most effective way to adopt a list of qualified service providers is by soliciting statement of qualifications via a formal Request for Qualifications (RFQ) process.

The Information Technology Department enlisted the assistance of the Procurement Services Division to develop and solicit RFQ No. 20274. On March 18, 2022, Placer County released the RFQ to establish a qualified list of internet service providers to expand broadband services in Placer County. The County notified firms registered with the County, including minority businesses and women business enterprises, of the RFQ. Twenty firms accessed the documents, and 12 formal responses were received.

An evaluation panel comprised of representatives from the Information Technology Department, Department of Public Works, Community Development Resource Agency, Agriculture Department, and the Sierra Business Council reviewed the responses in accordance with the evaluation criteria contained within the solicitation. The final Qualified List of eleven firms is the result of the panel's consensus after discussion and based on the overall rankings of the firms.

The Qualified List is based strictly on the requirements and criteria of RFQ No. 20274 and does

not in any way reflect the evaluation panel's judgment of the responding firms' capabilities to perform work outside of this specific solicitation. A summary of the proposed firms for the Qualified List is illustrated in the attachment. Staff will solicit applications from firms on the Qualified List for project funding through the Placer County Broadband Grant Program.

Your Board's approval is required to ratify the panel's recommendation to list the top-ranked firms and adopt a Qualified List for broadband internet expansion services, effective June 14, 2022 to May 31, 2025 and to extend the Qualified List on a year-to-year basis for two (2) additional one-year terms.

### **FISCAL IMPACT**

There is no immediate fiscal impact resulting from this action. Individual County contracts will be negotiated with one or more firms as needed, and the resulting expenditures will be funded from existing budgets or project funds, as appropriate. Contracts of \$100,000 or less may be executed by the County's Chief Information Officer. All County contracts exceeding \$100,000 for County initiated projects will require your Board's approval.

### **ATTACHMENTS**

1. 20274 Qualified List
2. Broadband Expansion Grant Agreement – On File with the Clerk of the Board

**QUALIFIED LIST  
BROADBAND EXPANSION SERVICES**

(firms are listed in alphabetical order)		
<b><u>NAME OF FIRM</u></b>	<b><u>CONTACT PERSON</u></b>	
Audeamus - Sebastian 5915 Gold Street Foresthill, CA 95631	Tom Dominico	
	Phone:	530-367-2222
	Email:	<a href="mailto:tdominico@sebastiancorp.com">tdominico@sebastiancorp.com</a>
AT&T 1215 K Street Sacramento, CA 95814	Bryant Milesi	
	Phone:	916-341-3464
	Email:	<a href="mailto:Bm3620@att.com">Bm3620@att.com</a>
Charter Communications – Spectrum 9335 Prototype Drive Reno, NV 89521	Ed Gaffney	
	Phone:	775-850-1205
	Email:	<a href="mailto:Ed.gaffney@charter.com">Ed.gaffney@charter.com</a>
Consolidated Communications 114 Vernon Street Roseville, CA 95678	Floyd Jasinski	
	Phone:	916-786-1597
	Email:	<a href="mailto:Floyd.jasinski@consolidated.com">Floyd.jasinski@consolidated.com</a>
DigitalPath, Inc. 1065 Marauder Street Chico, CA 95973	Andrew Cardin	
	Phone:	530-571-7541
	Email:	<a href="mailto:acardin@digitalpath.com">acardin@digitalpath.com</a>
Exwire, Inc. – Oasis Broadband 555 S. Auburn Street, Suite H Colfax, CA 95713	Devin Koch	
	Phone:	530-820-1031 x103
	Email:	<a href="mailto:devin@oasisbroadband.net">devin@oasisbroadband.net</a>
Frontier California, Inc. 401 Merritt 7 Norwalk, CT 06851	Charlie Born	
	Phone:	916-809-2302
	Email:	<a href="mailto:Charlie.born@ftr.com">Charlie.born@ftr.com</a>
Om Networks dba Omsoft 1930 5 <sup>th</sup> Street, Suite C Davis, CA 95616	Robert Nickerson	
	Phone:	530-758-0119
	Email:	<a href="mailto:omrob@omsoft.com">omrob@omsoft.com</a>
Spiral Internet, Inc. 416 Broad Street Nevada City, CA 95959	John Paul	
	Phone:	530-470-3671
	Email:	<a href="mailto:john@spiralinternet.com">john@spiralinternet.com</a>

(firms are listed in alphabetical order)

<b><u>NAME OF FIRM</u></b>		<b><u>CONTACT PERSON</u></b>	
unWired Broadband, LLC 215 W Fallbrook Ave., Suite 203 Fresno, CA 93711		Scott Smith	
		Phone:	559-355-4747
		Email:	<a href="mailto:ssmith@getunwired.com">ssmith@getunwired.com</a>
Wave Broadband - Astound 1101 Creekside Ridge Drive Roseville, CA 95678		Jared Sonne	
		Phone:	916-672-6845
		Email:	<a href="mailto:Jared.sonne@astound.com">Jared.sonne@astound.com</a>